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DECEMBER 15, 1988

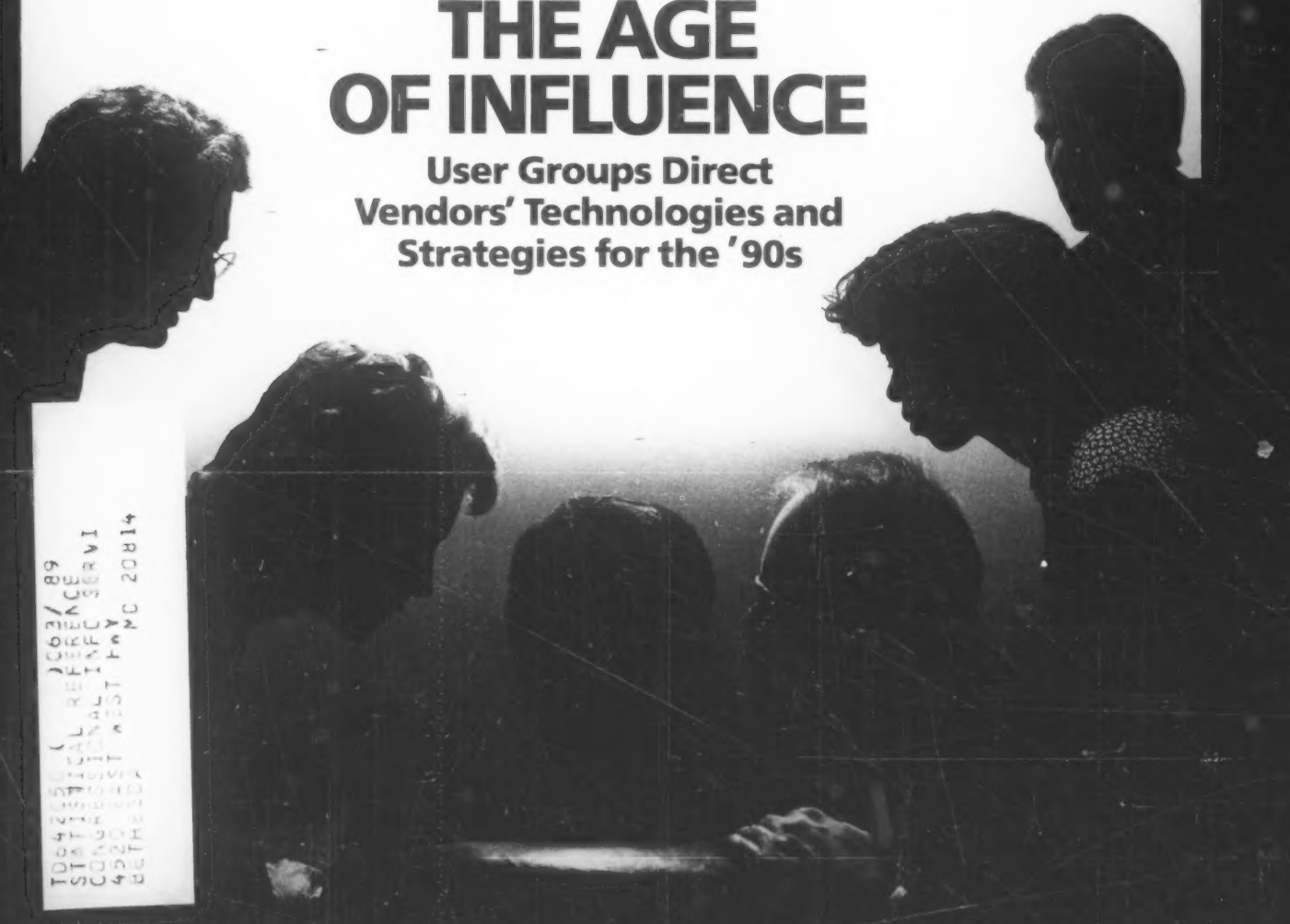
SPECIAL REPORT: Annual International User Group Directory

DATAMATION®

FOR MANAGERS OF INFORMATION TECHNOLOGY WORLDWIDE

THE AGE OF INFLUENCE

User Groups Direct Vendors' Technologies and Strategies for the '90s



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STEERING COMMITTEE ON ...
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Semantic DBMSs Advance on AI Heels

PC Back-Up Moves to the Optical Era

It's Do Or Die for SWIFT II

Why Comp Sci Grads Can't Add

DEC 15, 1988

VOLUME 34
NUMBER 25

DATAMATION

FOR MANAGERS OF INFORMATION TECHNOLOGY WORLDWIDE

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BY KURT ROTHSCHILD Once hardware-oriented and concerned mainly with information exchange, user groups now take aggressive roles in the formulation of vendor policy and product development. A customer phenomenon that does not exist in any other known industry, these user groups are a force to be reckoned with. Many of the older, hardware-based groups have adopted a distinct software consciousness, and hundreds of software-oriented organizations have emerged.

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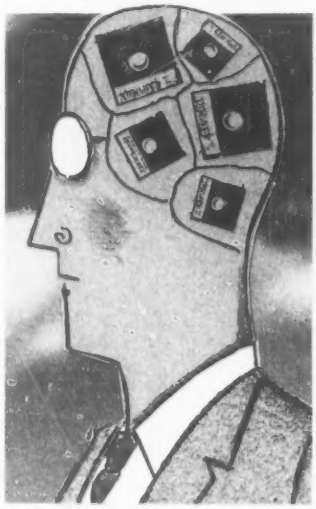
BY MICHAEL RIDGWAY Computer science curricula fall short of the business world reality, producing graduates who are unprepared to do maintenance, and who lack essential communications skills.



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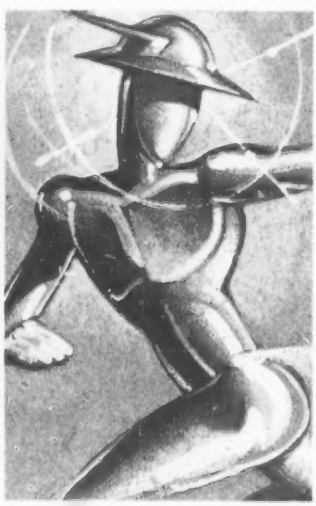

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Eager Users and Enabling Technology

What began as a modest experiment a year ago has turned into a full-fledged annual project for DATAMATION's editors. It has tripled in size since last year and threatens to devour even more resources in the years ahead. What could we be talking about? Open systems? Communcations standards? IS budgets?

No, it's something far less exotic than technology—yet perhaps just as important. The project is our international user group directory, which has swelled to 112 members in a mere 12 months. Groups report from every neck of the world's woods, with names as wild as MUG and THUGS. (No kidding, folks. The former stands for Ricoh's Mytool Users Group; the other represents the Tymnet Users Group.)

Communications in several different respects account for the explosive growth in this year's directory. The increasing need for users to communicate their problems and product development ideas to their strategic IS suppliers has made associations all the more important, all the more visible. Our own ability to communicate with these important groups also contributed to the directory's growth. And a communications device played a significant role in gathering names of groups from around the globe: the facsimile machine. Nearly half of this year's responses were submitted in fax form.

Photograph by Steven Borns

FAX FANS David Brousell (l.) and Kurt Rothschild in DATAMATION's New York offices.

The technology enabled Executive Editor David Brousell, who first came up with the idea of producing a user group directory, to add signficant groups up to the last deadline minute without having to sacrifice accuracy—the usual victim in such circumstances. Brousell had help from a seasoned hand in information technology reporting, Kurt Rothschild, a consultant who made a name for himself in computer journalism long before faxes became pervasive.

When Rothschild—who works a phone the way a programmer develops code, relentlessly and seemingly effortlessly—completed his dawn raids on recalcitrant European systems companies and user groups and his nocturnal calls to their counterparts across the Pacific, the fax machine began to whir with incoming messages from Weiterstadt to Turramurra (West Germany and Australia, respectively).

After assembling the directory, Rothschild interviewed the user groups, searching for their true identities and determining just how independent they were from the companies around whose products they had formed. You'll find his conclusions in "The Age of Influence" on p. 18. It's required reading, given the role your own user group ought to be playing in keeping your major IS suppliers on track.

Worthy of Optical Inspection

One topic on the technology horizon certain to grow even faster than our meteoric user group directory is erasable optical storage, the subject of Dallas Bureau Manager Bob Francis's story, "PC Backup Moves to Optical Era," p. 57. Francis goes beyond the headlines generated by Steve Jobs' use of optical drives in his NeXT system to discover that such products are no longer just promises. He reports on four manufacturers that now offer erasable optical drives.

Tim Mead

—Tim Mead, Editor-in-Chief

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pected to increase, most of these moves have resulted in few problems for the users of the affected companies or products. However, there can be an occasional problem, such as when a vendor changes policy.

A case in point is the decision by Martin Marietta Data Systems, Bethesda, Md., to discontinue its commercial software business. "This leaves us to fend completely for ourselves," says Larry Cram, president of the MAS (Modular Application Software) user group. One of the results of Martin Marietta's action is that a "goodly" number of users are dropping the package and going to some other software, he indicates. These users will, of course, then cease being members of the group, thereby weakening it. "The group may exist for another year or two, but then it will probably disappear," Cram predicts. This will make it even harder on those users who will continue to work with the software system, for the mutual support will deteriorate just at a time when it is most needed.

> In those days, nobody talked about any other vendor. Today, we have speakers from many other vendors, some recommended by Cray itself.
>
> STEVEN NIVER
> CRAY USER GROUP

"We have been looking at the possibility of getting a third-party software maintenance company to give the necessary support, but this is a very difficult program; it has more than 1 million lines of COBOL code," says Cram. "The user group has been trying to band together to keep a fault list, but without having access to the people who wrote the code—and most of them are already gone—it is extremely difficult to keep the system going."

Despite efforts to get Martin Marietta to change its mind, the company is adamant, according to Cram. "We were told that top management decided to cut it off because it was not profitable," he says. "We chose the program originally because of the company's position, but this shows that you can't count on anything."

Dan Canzano, general manager and director of manufacturing systems at Martin Marietta, says he can understand that some users may not be happy with his company's decision, but indicates that the company will continue to support its customers under existing contracts. "We think we made the right ethical decision," he says. He concedes, however, that in a situation such as this, when a company changes directions, "you can't satisfy everybody."

One thing that users everywhere will be able to count on, however, is the continued proliferation and growth in stature of user groups. As they grow in effectiveness, the IS industry itself will be more in tune with what the people who use its goods and services really want and need. And isn't that the true realization of democracy?

PC User Groups Are Too Numerous To Count

The rapid proliferation of microcomputers has spawned a new class of users who range from computer enthusiasts to desktop publishers, many of whom have formed their own user groups.

With the penetration of microcomputers into new applications, with the work often performed by untrained users, mass confusion is often the first result. As millions of these earnest but frustrated users try to make sense of their machines and the software that runs on them, reams of documentation can often serve as barriers instead of solutions. For experienced microcomputer users, the challenge can be even greater as they try to learn the latest about new software, hardware, and other developments.

To overcome this hurdle, many microcomputer users increasingly turn to user groups that have been formed for the chief purpose of dispensing helpful information. The groups serve microcomputer users in the same way that medium- and large system user groups have served their members.

Like the micro itself, micro user groups have proliferated in the last five years: there are now more than 1,000 such groups, according to Cambridge Communications, an Arlington, Mass.-based research firm that tries to keep track of them. The 10 leading ones are listed here.

Groups vary considerably and offer different levels of knowledge and support. Some feature small meetings or special-interest groups, while others have mass meetings whose participants can include novices and executives.

A.P.P.L.E. Co-op
290 SW 43rd St.
Renton, WA 98055
(206) 251-5222
Contact: Charles Stillman, member services manager
Members: 28,000 internationally

Berkeley Macintosh Users Group
1442A Walnut St., #62
Berkeley, CA 94709
(415) 549-2684
Contact: Herry Critchfield, executive director
Members: 5,000-plus

Boston Computer Society
One Center Plaza
Boston, MA 02108
(617) 367-8080
Contact: Cathy Perry, member relations manager
Members: 28,000

Capital PC User Group
51 Monroe St.
Plaza East Two
Rockville, MD 20850
(301) 762-6775
Contact: Tom Enrico, president
Members: 6,000

Chicago Association for Microcomputer Professionals
P.O. Box 580
Deerfield, IL 60015
(312) 831-0286
Contact: Julian Horwich, executive director
Members: 560 microcomputer managers and MIS developers from 196 enterprises

Chicago Computer Society
P.O. Box 8681
Chicago, IL 60680
(312) 794-0706
Contact: Mary Dolce, president
Members: 2,000

FOG International Computer Users Group
P.O. Box 3474
Daly City, CA 94015
(415) 755-2000
Contact: Gale Rhoades, executive director
Members: 17,000

Houston Area League of PC Users (HAL-PC)
P.O. Box 61266
Houston, TX 77208
(713) 64-HALPC
Contact: Jim Nech, president
Members: 8,000-plus

Microcomputer Managers Association
385 Sylvan Ave.
Englewood Cliffs, NJ 07632
(201) 569-8542
Contact: Virginia Talamo, public relations spokesperson
Members: 500 managers

New York Personal Computer Inc.
40 Wall St., Suite 2124
New York, NY 10005
(212) 533-NYPC
Contact: Ron Asher
Members: 2,800

The DATAMATION International User Group Directory

The 1988/89 User Group Directory, organized by vendor company and listed alphabetically, contains 112 entries, nearly three times the number of user groups listed in the inaugural directory last year.

Vendor: AICorp.
Group Name: AICorp User Group
Address: 100 Fifth Ave.
Waltham, MA 02254
Phone: (617) 890-8400
Annual fee: None
Individual members: 1,600
Corporate members: 600
Systems/products: AI products and services that run on IBM mainframe series 370, 43XX, 30XX or compatibles, under the MVS/XA, VM, and MVS operating systems
Next meeting: October 1989, place to be announced
Top officer: NA
Relation to Vendor: Wholly owned
Purpose: To exchange experiences and information with AICorp executives and other users from around the world
Services provided: Periodic regional meetings and newsletters

Vendor: Altai Software Inc.
Group Name: Altai Software User Group
Address: 624 Six Flags Dr.
Arlington, TX 76011
Phone: (817) 640-8911
Annual fee: None
Individual members: 400
Corporate members: NA
Systems/products: Zeke, "The Scheduler That Works," and Zack, "The Operator's Operator"
Next meeting: May 3-5, 1989, San Diego
Top officer: Gladys Lee, University of California at San Diego
Relation to Vendor: Fully subsidized
Purpose: To exchange information and bring new product and product enhancement ideas to the vendor's attention
Services provided: Education and training in new products

As groups become larger and gain greater status, their actions become more independent of the vendors.

Vendor: Amdahl Corp.
Group Name: Amdahl Users Group
Acronym: AUG
Address: 1250 E. Arques Ave.
Sunnyvale, CA 94088
Phone: (408) 746-8959
Annual fee: None
Individual members: 400
Corporate members: 300
Systems/products: All Amdahl products
Next meeting: April 23-26, 1989, Boston
Top officer: George Frickle, USWest
Relation to Vendor: Partially subsidized
Purpose: To exchange information
Services provided: One national meeting per year

Vendor: Apple Computer Inc.
Group Name: The Apple User Group Connection (an umbrella organization comprised of approximately 1,100 separate user groups throughout the U.S.)
Address: 20525 Mariani Ave.
M/S 36AA
Cupertino, CA 95014
Phone: (800) 538-9696 (x500)
Annual fee: None. Fees for individual member groups vary.
Individual members: 500,000 in all user groups
Corporate members: 125
Systems/products: Macintosh and Apple II
Next meeting: NA
Top officer: Ellen Leanse, Apple
Relation to Vendor: Part of Apple marketing program
Purpose: To enable dissemination of information to user groups
Services provided: Monthly newsletter

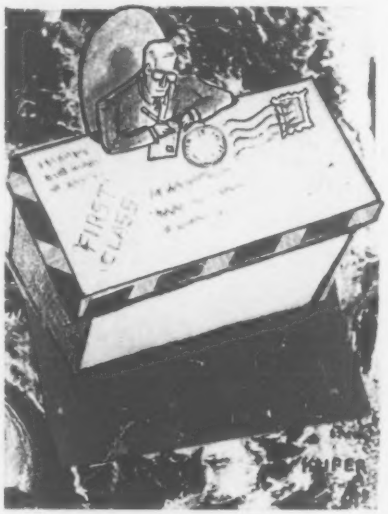
Vendor: Arthur Andersen & Co.
Group Name: ASSIST (A Shared Solution in Software Technology)
Address: 111 E. Wacker Dr.
Chicago, IL 60601
Phone: (312) 644-6610
Annual fee: None
Individual members: NA
Corporate members: 950
Systems/products: Arthur Andersen & Co.'s software
Next meeting: May 17-19, 1989, Chicago
Top officer: Chip Lombardo, The Trane Co.
Relation to Vendor: Partially subsidized
Purpose: To influence the direction and focus of product development activities
Services provided: Two conferences annually

Illustrations by Peter Kuper

Vendor: Ashton-Tate
Group Name: No single national group. However, there are more than 700 user groups and special interest groups in the PC environment with which Ashton-Tate interacts. There are also over 1,000 user groups in the Macintosh environment with which the vendor communicates, as well as separate corporate, government, and educational user groups.
Address: 20101 Hamilton Ave.
Torrance, CA 90502-1319
Phone: (213) 538-7455
Annual fee: Varies by group, generally ranging from $20 to $40
Individual members: NA
Corporate members: NA
Systems/products: All Ashton-Tate software packages
Next meeting: NA
Top officer: Marcie Glickman, Ashton-Tate
Relation to Vendor: Independent
Purpose: To exchange information and share ideas; to feed information back to vendor for product enhancements and new product development
Services provided: Quarterly newsletter sent to PC and Macintosh user groups

Vendor: AT&T
Group Name: Network Users Group—AT&T
Acronym: NUGATT
Address: University of Wisconsin
Stevens Point, WI 54481
Phone: (715) 346-2957
Annual fee: $50
Individual members: NA
Corporate members: NA; group newly formed in spring 1988
Systems/products: AT&T local network data communications
Next meeting: October 24-25, 1989, Washington, D.C.
Top officer: Stephen Patrick
Relation to Vendor: Independent
Purpose: To provide recommendations to AT&T for development of network products and management systems with the objective of encouraging unified architecture and integration of products
Services provided: One national meeting a year

Vendor: AT&T
Group Name: University Unix System V Users Group
Acronym: u3g
Address: AT&T
1776 On The Green
Morristown, NJ 07960
Phone: (800) 247-1212 (x585)
Annual fee: None
Individual members: 400
Corporate members: 250 universities
Systems/products: Unix System V Operating System
Next meeting: March 19-21, 1989, New Orleans
Top officer: David Binko, Johns Hopkins University



The professional management service sends mailings and newsletters and arranges for group meetings.

Relation to Vendor: Fully subsidized
Purpose: To share Unix System V public domain software; to provide technical resource to members, to support discussion on common topics of research and instruction
Services provided: One annual meeting; quarterly newsletter

Vendor: AT&T Unix Europe Ltd.
Group Name: European Unix Systems User Group
Acronym: EUUG
Address: Owles Hall
Buntingford, Herts, SG 9PL
England
Phone: (44) 763-73039
Annual fee: NA
Individual members: 3,500, including companies and academic institutions
Corporate members: NA
Systems/products: All Unix products
Next meeting: April 3-7, 1989, Brussels, Belgium
Top officer: Teus Hagen, OCE Netherlands
Relation to Vendor: Independent
Purpose: To promote the use of Unix and related services through the exchange of information and the cooperative efforts of its members
Services provided: Two national meetings per year; periodic workshops and tutorials; quarterly newsletters
Note: Fourteen other European countries have EUUG national groups.

B

Vendor: Banyan Systems Inc.
Group Name: Association of Banyan Users International
Acronym: ABUi
Address: 75 Union Ave.
Sudbury, MA 01776
Phone: (508) 443-3330
Annual fee: $395
Individual members: 325
Corporate members: NA
Systems/products: VINES
Next meeting: April 30-May 3, 1989, Danvers, Mass.
Top officer: John Good, Turner Construction Corp.
Relation to Vendor: Independent
Purpose: To exchange experiences and promote product development
Services provided: Two annual meetings; quarterly newsletter

Vendor: BMC Software Inc.
Group Name: BMC User Group
Acronym: BUG
Address: P.O. Box 2002
Sugar Land, TX 77487
Phone: (713) 240-8800
Annual fee: NA
Individual members: 136
Corporate members: NA
Systems/products: IBM mainframes
Next meeting: NA
Top officer: Chuck Gerton, Pacific Bell
Relation to Vendor: NA
Purpose: To exchange ideas; to influence future products
Services provided: Three regional meetings scheduled for 1989

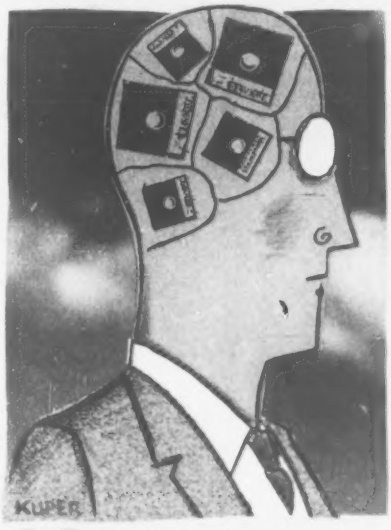
Vendor: Boole & Babbage Inc.
Group Name: IMF User Group
Address: 510 Oakmead Pkwy.
Sunnyvale, CA 94086

Phone: (408) 735-9550
Annual fee: None
Individual members: NA
Corporate members: NA
Systems/products: IMS AutoOperator, IMS Resource Analyzer, IMS Resource Monitor, IMS Workload Analyzer, IMS Workload Monitor, IMS Performance Reporter, IMS Transaction Accountant
Next meeting: October 1989, place to be announced
Top officer: Bert Cooley, New York State Electric & Gas Corp.
Relation to Vendor: Fully subsidized
Purpose: To exchange information on products and to request product enhancements
Services provided: Annual meeting

Vendor: Bull SA and Honeywell Bull
Group Name: European Federation of Bull & Honeywell Users Associations (with 15 member associations)
Acronym: EFOBHUA
Address: 43, rue de la Chaussée
d'Antin
75009 Paris
France
Phone: (33) 1-48-74-94-17
Annual fee: £10
Individual members: None
Corporate members: 500
Systems/products: DPS 7, DPS 7000, and associated products
Next meeting: May 1989, Genoa, Italy
Top officer: Roland de Conihout, Methodes et Informatique
Relation to Vendor: Independent
Purpose: To establish contact with the developers and manufacturers of vendor's equipment; to coordinate the activity of technical groups set up to handle specific problems; to work in close cooperation at the international level toward a joint definition of systems application and new hardware specifications
Services provided: One international meeting per year; bimonthly newsletter

C

Vendor: CADAM Inc. (subsidiary of Lockheed Corp.)
Group Name: CUE North America
Acronym: CUE
Address: 312 Captain's Walk
Box 13
New London, CT 06320
Phone: (203) 443-2983
Annual fee: $400
Individual members: None
Corporate members: 427
Systems/products: All CADAM software
Next meeting: March 13-16, 1989, Los Angeles
Top officer: Rosemary Russo, McDonald's Corp.
Relation to Vendor: Independent
Purpose: To further communication between users and vendor; to promote the use of products and related vendor systems
Services provided: Two national meetings per year



Many of the older, hardware-originated groups have adopted a distinct and new software consciousness.

Vendor: Cincom Systems Inc.
Group Name: Network Management Users Group
Address: 10467 White Granite Dr.
Suite 300
Oakton, VA 22124
Phone: (703) 352-4482
Annual fee: None
Individual members: 40
Corporate members: NA
Systems/products: Net/Master software package
Next meeting: Spring 1989, place to be announced
Top officer: Nina Sumrall
Relation to Vendor: Independent
Purpose: To exchange information
Services provided: Two meetings per year; quarterly newsletter

Vendor: Cincom Systems Inc.
Group Name: Project Oriented (Manufacturers) Special Interest Group
Acronym: PROSIG
Address: 5353 Highland Dr.
Jackson, MS 39206
Phone: (601) 987-5229
Annual fee: $100
Individual members: NA
Corporate members: 20
Systems/products: Control: Manufacturing and Control: Financial
Next meeting: Spring 1989, place to be announced
Top officer: Judy Johnson, Vickers AMD
Relation to Vendor: Independent
Purpose: To increase awareness and use of software packages
Services provided: Three meetings per year

Vendor: Cognos Inc.
Group Name: No single national group. Groups organized on local or regional basis in Canada and the U.S.
Address: 3755 Riverside Dr.
P.O. Box 9707
Ottawa, Ont. K1G3Z4
Canada
Phone: (613) 738-1440
Annual fee: Varies by group
Individual members: NA
Corporate members: NA
Systems/products: PowerHouse software
Next meeting: Varies by group
Top officer: NA
Relation to Vendor: NA
Purpose: To exchange information on product and its use
Services provided: Meetings

Vendor: Comdisco Disaster Recovery Services Inc.
Group Name: CDRS
Address: 6111 N. River Rd.
Rosemont, IL 60018
Phone: (312) 698-3000
Annual fee: None
Individual members: None
Corporate members: 971
Systems/products: All
Next meeting: April 20-22, 1989, Orlando, Fla.
Top officer: Raymond Hipp
Relation to Vendor: Fully subsidized

Purpose: To provide a forum for disaster recovery information exchange and education
Services provided: One national meeting per year; quarterly newsletters

Vendor: Commodore Business Machines
Group Name: No single national group. Commodore does coordinate information on the approximately 600 independent user groups throughout the country based on geographic areas.
Address: 1200 Wilson Dr.
West Chester, PA 19380
Phone: (215) 431-9100
(215) 436-4200
Annual fee: Varies by group
Individual members: NA
Corporate members: NA
Systems/products: All products
Next meeting: NA
Top officer: Pete Baczor, Commodore
Relation to Vendor: Independent
Purpose: To exchange information
Services provided: Regional meetings

Vendor: Compaq Computer Corp.
Group Name: Compaq is not aware of a national user group devoted solely to its personal computers. However, company representatives frequently speak at meetings of large user groups whose members use its products.

Vendor: Computer Associates International Inc.
Group Name: Security and Audit Executive Committee
Address: 711 Stewart Ave.
Garden City, NY 11530
Phone: (516) 227-3300
Annual fee: None
Individual members: NA
Corporate members: NA
Systems/products: Security and Audit
Next meeting: July 9-13, 1989, place to be announced
Top officers: Abe Barkin, Blue Cross/Blue Shield of Illinois; George Latimer, EDS
Relation to Vendor: Independent
Purpose: To further the education of Computer Associates Security and Audit users; to further the awareness of security issues in general
Services provided: One national meeting is held per year; periodic newsletters on various security issues; local user groups; user database; enhancement tape

Vendor: Computer Associates International Inc.
Group Name: Systems Software Conference Executive Committee
Acronym: SSC
Address: 711 Stewart Ave.
Garden City, NY 11530
Phone: (516) 227-3300
Annual fee: None
Individual members: NA
Corporate members: NA
Systems/products: All products
Next meeting: Aug. 20-25, 1989, place to be announced
Top officer: To be named
Relation to Vendor: Independent
Purpose: To exchange information and increase awareness of systems software
Services provided: One meeting per year

Vendor: Comshare Inc.
Group Name: Comshare Users Group
Address: 3001 S. State St.
Ann Arbor, MI 48108
Phone: (313) 994-4800
Annual fee: None
Individual members: NA
Corporate members: NA
Systems/products: Comshare products
Next meeting: October 1989, place to be announced
Top officer: Patrick Dennis, Hayes Microcomputer Products Corp.
Relation to Vendor: Independent
Purpose: To facilitate the exchange of information about Comshare products
Services provided: Two meetings per year

Vendor: Concurrent Computer Corp.
Group Name: Interchange Inc.
Address: 106 Apple St.
Tinton Falls, NJ 07724
Phone: (201) 758-7575
Annual fee: $125
Individual members: 1,500
Corporate members: None
Systems/products: All Concurrent, Perkin-Elmer, and Interdata products
Next meeting: October 1989, Orlando, Fla.
Top officer: Pete Massiello, Perkin-Elmer Corp.
Relation to Vendor: Independent
Purpose: To establish and maintain a vehicle to facilitate information exchange among the membership
Services provided: One national meeting per year; quarterly newsletter; two software catalogue libraries; electronic bulletin board

Vendor: Control Data Corp.
Group Name: VIM Inc.
Address: 8100 34th Ave. S.
Minneapolis, MN 55440
Phone: (612) 853-6311
Annual fee: $100
Individual members: NA
Corporate members: 315
Systems/products: All CDC products
Next meeting: May 14-18, 1989, Orlando, Fla.
Top officer: Abe Levine, Rockwell International
Relation to Vendor: Partially subsidized
Purpose: To provide CDC with the opportunity to present its plans and ideas to VIM members; to provide a unified approach to CDC on modifications and enhancements on hardware and associated CDC-supplied software
Services provided: Two national meetings and two interim meetings per year; bimonthly newsletter

Vendor: Control Data Corp.
Group Name: European Control Data Users
Acronym: ECODU
Address: 8100 34th Ave. S.
Minneapolis, MN 55440
Phone: (612) 853-6311
Annual fee: SFr300
Individual members: NA
Corporate members: 160
Systems/products: All CDC products
Next meeting: April 17-21, 1989, Wolfsburg, West Germany
Top officer: Dietz Schubring, LRZ
Relation to Vendor: Partially subsidized
Purpose: To communicate with CDC by presenting the opinions, recommendations, and requests of ECODU members regarding CDC hardware, software, and related CDC services
Services provided: Two national meetings per year; bimonthly newsletter

Vendor: Control Data Corp.
Group Name: VIM-Australasia
Address: 8100 34th Ave. S.

Minneapolis, MN 55440
Phone: (612) 853-6311
Annual fee: None
Individual members: NA
Corporate members: 20
Systems/products: All CDC products
Next meeting: May 1989, place to be announced
Top officer: Alan Bell, University of Melbourne
Relation to Vendor: Partially subsidized
Purpose: To present CDC with the opinions, recommendations, and requests of the group's members
Services provided: One annual meeting; bimonthly newsletter

Vendor: Convergent Technologies Inc.
Group Name: Convergent Technologies User Forum
Acronym: CTUF
Address: 2700 N. First St.
P.O. Box 6685
San Jose, CA 95150-6685
Phone: (408) 435-3690
Annual fee: $95
Individual members: NA
Corporate members: 75
Systems/products: All Convergent Technologies' systems
Next meeting: May 1989, Washington, D.C.
Top officer: Alan Himmelstein, Mini Computer Associates
Relation to Vendor: Independent
Purpose: To provide a forum for resellers, software developers, distributors, oems, and users with similar interests and concerns
Services provided: Two meetings per year; newsletter

Vendor: Cray Research Inc.
Group Name: Cray User Group Inc.
Acronym: CUG
Address: 608 Second Ave. S.
Minneapolis, MN 55402
Phone: (612) 334-6422
Annual fee: $200
Individual members: None
Corporate members: 120
Systems/products: All Cray products
Next meeting: April 25-29, 1989, Los Angeles
Top officer: Steve Niver, Boeing Computer Services
Relation to Vendor: Independent
Purpose: To promote the free interchange of information and ideas of value to users of Cray computers
Services provided: Two meetings per year; quarterly newsletter

Vendor: Cullinet Software Inc.
Group Name: Integrated Database Management System
Acronym: IDMS
Address: 111 E. Wacker Dr.
Chicago, IL 60601
Phone: (312) 644-6610
Annual fee: None
Individual members: NA
Corporate members: 1,800
Systems/products: All Cullinet software packages
Next meeting: Feb. 26-March 2, 1989, New York
Top officer: Joseph Spink, McNeil Pharmaceutical
Relation to Vendor: Independent
Purpose: To promote cooperation between users and to enhance product knowledge and development
Services provided: One annual meeting; quarterly newsletter

D

Vendor: Data General Corp.
Group Name: North American Data General Users Group
Acronym: NADGUG
Address: 3400 Computer Dr.
Westboro, MA 01580
Phone: (508) 898-4367
Annual fee: $40
Individual members: 3,032
Corporate members: None
Systems/products: All DG products
Next meeting: Sept. 18, 1989, place to be announced
Top officer: Donald Clark, Security Forces Inc.
Relation to Vendor: Partially subsidized
Purpose: To promote the interchange of ideas between Data General and its users
Services provided: One national conference per year; monthly magazine

Vendor: Datapoint Corp.
Group Name: National Datapoint Users Group
Acronym: NDUG
Address: P.O. Box 9197
Arlington, VA 22209
Phone: (703) 841-8515
Annual fee: To be decided at first meeting
Individual members: NA; newly formed group
Corporate members: NA; newly formed group
Systems/products: All Datapoint products and non-Datapoint products that connect to Datapoint's ARCnet
Next meeting: June 1989, San Antonio
Top officer: Robert Happ
Relation to Vendor: Independent
Purpose: To assist in the formation of local user groups and to provide information on where users can see products in live environment
Services provided: One annual meeting

Vendor: Diebold Inc.
Group Name: The Advisory Group
Acronym: TAG
Address: P.O. BOX 2804
N. Canton, OH 44720
Phone: (216) 497-5018
Annual fee: $230
Individual members: 275
Corporate members: None
Systems/products: Diebold ATMs
Next meeting: Sept. 17-20, 1989, New Orleans
Top officer: Robert Cullinan, Shawmut Bank NA
Relation to Vendor: Independent
Purpose: To provide users with an opportunity to communicate to Diebold issues related to products and services and to share information with other members; to provide input to the vendor on product enhancements and developments
Services provided: One national meeting per year; one regional meeting in each of 60 regions; quarterly newsletters

Vendor: Digital Equipment Corp.
Group Name: Digital Equipment Computer Users Society
Acronym: DECUS
Address: 219 Boston Post Rd., BPO2
Marlboro, MA 01752
Phone: (508) 480-3290
Annual fee: None
Individual members: U.S.: 65,000+, Worldwide: 115,000
Corporate members: None
Systems/products: All Digital products
Next meeting: May 7-12, 1989, Atlanta
Top officer: Bill Brindley, HDQ, Naval Security Group Command (President, DECUS U.S. Chapter)
Relation to Vendor: Partially

subsidized
Purpose: To promote the exchange of information processing-related ideas among users of Digital Equipment Corp. products
Services provided: Two national symposia per year; 20 special interest groups; 160 local users groups; monthly technical newsletter; quarterly magazine

E

Vendor: Epson America Inc.
Group Name: National Epson Users Group (with approximately 30 local user groups throughout the country)
Acronym: NEUG
Address: P.O. Box 1076
Lemont, PA 16851
Phone: (814) 237-5511
Annual fee: $25
Individual members: 2,400
Corporate members: None
Systems/products: QX-10, QX-16, PX-8, HX-20, and Equity line of computers; MX, FX, RX, and LQ line of printers
Next meeting: March 1989, State College, Pa.
Top officer: Richard Shoemaker
Relation to Vendor: Independent
Purpose: To exchange information about Epson line of equipment and its use
Services provided: One meeting a year; monthly newsletter

Vendor: Erisco Inc. (subsidiary of Dun & Bradstreet Corp.)
Group Name: UserFacts Inc.
Address: 1700 Broadway
New York, NY 10019
Phone: (212) 765-8500
Annual fee: $200
Individual members: None
Corporate members: 78
Systems/products: ClaimFacts, an on-line system for the administration of health care claims; and CertiFacts, an on-line utilization review system for preadmission certification, concurrent stay review, discharge planning, and retrospective utilization review
Next meeting: May 17-20, 1989, Fort Lauderdale, Fla.
Top officer: Renee Baderman, Ryder System Inc.
Relation to Vendor: Independent
Purpose: To promote the effectiveness of member companies
Services provided: One annual conference

F

Vendor: Finsiel SpA
Group Name: Banking Automation Research Program
Acronym: PRAB 2
Address: Data Management
V. le Eginardo 29
20149 Milan
Italy
Phone: (39) 2-49931
Annual fee: $1,600
Individual members: None
Corporate members: 15
Systems/products: Finsiel software related to banking automation
Next meeting: Spring 1989

A good measure of a user group's continuing vitality is the growth in the size of its user membership.

Top officer: A. Petruzellis
Relation to Vendor: Independent
Purpose: To analyze banking problems and create interest in systems and solutions provided by data management
Services provided: One or two conferences per year

Vendor: Finsiel SpA
Group Name: Personnel Management User Group
Acronym: GEPE
Address: Data Management
V. le Eginardo 29
20149 Milan
Italy
Phone: (39) 2-49931
Annual fee: $1,600
Individual members: None
Corporate members: 70
Systems/products: Finsiel personnel management software packages
Next meeting: NA
Top officer: A. Pellegrini
Relation to Vendor: Independent
Purpose: To facilitate the exchange of information on the GEPE package, and to educate users in its use
Services provided: Two conferences and two technical meetings per year; bimonthly newsletters regarding issues of interest to Finsiel users

Vendor: Fujitsu Ltd.
Group Name: FACOM Family Kai
Address: 6-1 Marunouchi 1-chome
Tokyo 100
Japan
Phone: (81) 3-216-3211
Annual fee: 24,000
Individual members: None
Corporate members: 3,950
Systems/products: All Fujitsu computers
Next meeting: May 1989, Tokyo
Top officer: Hideo Watanabe, Mitsubishi Kasei Corp.
Relation to Vendor: Partially subsidized
Purpose: To research and discuss the effective use and improvement of FACOM computers
Services provided: One national meeting per year; periodic newsletters and other publications regarding Fujitsu products and issues of interest to their users

Vendor: Fujitsu Ltd.
Group Name: Fujitsu Large Systems Users Group
Acronym: LS-ken
Address: 17-25 Shin-Kamata 1-chome
Ota-ku, Tokyo 144
Japan
Phone: (81) 3-735-1111
Annual fee: 30,000
Individual members: None
Corporate members: 246
Systems/products: Fujitsu systems larger than M-360 or M-760/8
Next meeting: June 16, Tokyo
Top officer: Padao Ito, Toray Systems Center Inc.
Relation to Vendor: Partially subsidized
Purpose: To provide the opportunity

for group members to exchange information and solve system-related problems; to research uses of advanced technology and future system trends; to propose to Fujitsu recommendations concerning Fujitsu hardware and software
Services provided: One national meeting per year; quarterly newsletter

Vendor: Fujitsu Ltd.
Group Name: Scientific Systems Users Association
Acronym: SS-ken
Address: 17-25 Shin-Kamata 1-Chome
Ota-ku, Tokyo 144
Japan
Phone: (81) 3-735-1111
Annual fee: 20,000
Individual members: 2
Corporate members: 57
Systems/products: Large-scale FACOM computers
Next meeting: April 1989, Tokyo
Top officer: Makoto Nagao, Kyoto University
Relation to Vendor: Partially subsidized
Purpose: To facilitate the exchange technical information needed by FACOM mainframe users in scientific and technical fields; and to conduct discussions to respond to users' information processing needs and to solve problems
Services provided: Meetings held on specific subjects; periodic newsletters

G

Vendor: Global Software Inc.
Group Name: Global Software User Group Inc.
Address: P.O. Box 51420
Raleigh, NC 27615
Phone: (800) 334-7192
Annual fee: None
Individual members: NA
Corporate members: 2,000
Systems/products: All software sold by Global
Next meeting: Oct. 15-18, 1989, Nashville
Top officer: Vicki Walkup, Mead Corp.
Relation to Vendor: Independent
Purpose: To facilitate product development and training efforts; and to provide a medium for product enhancement and suggestions from Global users
Services provided: Quarterly newletter

Vendor: Gould Inc.
Group Name: Gould CSD User Group
Address: 6901 W. Sunrise Blvd.
Plantation, FL 33310
Phone: (305) 797-5717
Annual fee: None
Individual members: 2,500
Corporate members: None
Systems/products: All Gould products
Next meeting: Spring 1989, Fort Lauderdale, Fla.
Top officer: Ron Kirkpatrick, GE Government Services
Relation to Vendor: Fully subsidized
Purpose: To facilitate and promote free exchange of information and ideas pertaining to the use of Gould computers and software; to inform Gould CSD users of new products and current developments in existing products
Services provided: Two national meetings are held per year; periodic newsletters on issues of concern to Gould users; software donations

Vendor: Groupe Bull
Group Name: HLSUA-Europe
Address: 5, Square Henri Delormel
75014 Paris
France
Phone: (33) 1-45-40-90-14
Annual fee: FF4,050
Individual members: 400
Corporate members: 250
Systems/products: GCOS 8 products
Next meeting: May 16-18, 1989, San Vicenzo, Italy
Top officer: J.J. Renault, RATP
Relation to Vendor: Independent
Purpose: To provide service and support to users
Services provided: Two annual meetings; bimonthly newsletter

H

Vendor: Hewlett-Packard Co.
Group Name: Interex Inc. (formerly known as International Association of HP Computer Users)
Address: 680 Almanor Ave.
Sunnyvale, CA 94086
Phone: (408) 738-4848
Annual fee: Individual: $80, Corporate: $400
Individual members: 9,000
Corporate members: 5,600
Systems/products: All HP computer products
Next meeting: March 8-10, 1989, Nashville
Top officer: Robert Grenoble
Relation to Vendor: Independent
Purpose: To promote common business interests, and to advocate the needs of the users of Hewlett-Packard computer products and related software, hardware, and peripheral devices
Services provided: Four national and one international meeting per year; two monthly magazines and one monthly newsletter on issues of concern to HP users

Vendor: Hitachi Ltd.
Group Name: HITAC Users Association
Address: Hitachi Omori Annex 12
27-18, Minami-Oi 6-chome
Shinagawa-ku, Tokyo 140
Japan
Phone: (81) 3-763-2411 (x3201, 3205)
Annual fee: 24,000
Individual members: NA
Corporate members: 1,700
Systems/products: All Hitachi computer systems
Next meeting: June 1989, Osaka
Top officer: Kenzo Sakai, Shoko Chukin Bank
Relation to Vendor: Independent
Purpose: To conduct studies and facilitate the exchange ideas for the effective use of Hitachi computer systems
Services provided: One national meeting annually; magazine and research papers

Vendor: Hogan Systems Inc.
Group Name: HUG (Hogan User Group) International Inc.
Acronym: HUG
Address: 5008 Pine Creek Dr.
Westerville, OH 43081
Phone: (614) 895-1362
Annual fee: $400
Individual members: None
Corporate members: 110
Systems/products: Hogan systems software and IBM financial application software
Next meeting: April 18-21, 1989, Nashville
Top officer: Sanford E. Leake Jr., Great Western Bank
Relation to Vendor: Independent
Purpose: To exchange ideas among members and to advise Hogan Systems and IBM on product enhancements

Services provided: One annual meeting; quarterly journal

Vendor: Honeywell Bull Inc.
Group Name: HLSUA-U.S.
Acronym: HLSUA
Address: 4000 Town Center, 8th Fl.
Southfield, MI 48075
Phone: (313) 351-4677
Annual fee: $325
Individual members: None
Corporate members: 450
Systems/products: All Honeywell Bull products (predominantly medium and large systems)
Next meeting: April 9-12, 1989, San Diego
Top officer: William C. McCusker, Citrus Community College, Glendora, Calif.
Relation to Vendor: Independent
Purpose: To provide a forum for users to exchange and disseminate information on products and techniques; to promote the use of products and related vendor systems
Services provided: Two national meetings per year; semiannual newsletter

Vendor: Honeywell Bull Inc.
Group Name: North American Honeywell Users Association
Acronym: NAHU
Address: P.O. Box 2037
Willingboro, NJ 08046
Phone: (609) 871-1531
Annual fee: $125
Individual members: None
Corporate members: 538
Systems/products: DPS 4, 6, 7/7000, Level 6, Level 62/64; DPS 8; and microproducts
Next meeting: March 5-9, 1989, Rye Brook, N.Y.
Top officer: Shirley Eick, Metropolitan Life Inc.
Relation to Vendor: Independent
Purpose: To promote the exchange of information between member units and vendors, and to stimulate the timely interchange of information and ideas among the member units
Services provided: Two national meetings per year; regional group meetings; educational seminars at reduced cost

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Vendor: IBM Corp.
Group Name: Australasian SHARE/GUIDE Ltd.
Address: P.O. Box 62
Turramurra,
New South Wales 2074
Australia
Phone: (61) 2-449-6848
Annual fee: $A820 first year, $A620 thereafter
Individual members: NA
Corporate members: 240
Systems/products: IBM System/370 machine architecture and MVS, VM, VSE operating systems and associated information processing products and services
Next meeting: Feb. 26-March 1, 1989, Melbourne
Top officer: Peter Lloyd, State Government Insurance Commission
Relation to Vendor: Independent
Purpose: To promote mutual support and influence the development of information processing products and services
Services provided: Two regional meetings are held per year (within Australia and New Zealand); periodic research publications; support of associated user groups within the Western Pacific

Vendor: IBM Corp.
Group Name: COMMON—A Users Group
Address: 111 E. Wacker Dr.
Chicago, IL 60601
Phone: (312) 644-6610
Annual fee: $250
Individual members: Over 4,800 member installations and individuals
Corporate members: NA
Systems/products: System/34, 36, 38, and 88, 5520, AS/400, Series/1, 43XX, 9370, and other 370 Architecture Systems, and the IBM PC
Next meeting: April 23-27, 1989, New Orleans
Top officer: Robert A. Sutherland, Robert Sutherland Associates Inc.
Relation to Vendor: Independent
Purpose: To promote interchange of information about these systems and their use
Services provided: Semiannual conferences; quarterly newsletter and other publications

Vendor: IBM Corp.
Group Name: Guidance for Users of Integrated Data Equipment Inc.
Acronym: GUIDE
Address: 111 E. Wacker Dr.
Chicago, IL 60601
Phone: (312) 644-6610
Annual fee: $400
Individual members: None
Corporate members: 2,850
Systems/products: 4300 or 308X minimum
Next meeting: March 12-17, 1989, Anaheim, Calif.
Top officer: Gary S. Gesme, Deere & Co.
Relation to Vendor: Independent
Purpose: To provide user information on the proliferation of hardware and software in today's market and to develop projections for future developments and trends; to work closely with IBM to make data processing systems as reliable and dependable as users require
Services provided: Three national meetings per year; biannual executive symposia; newsletters and other project publications

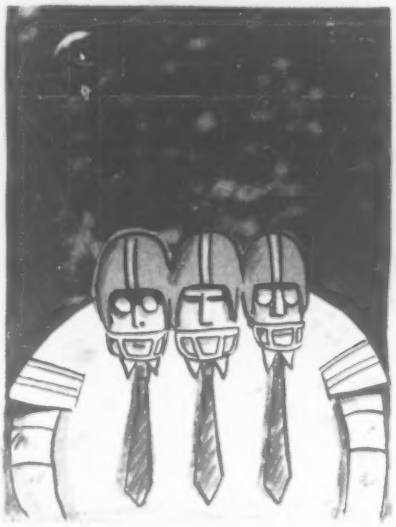
Vendor: IBM Corp.
Group Name: SHARE Inc.
Address: 111 E. Wacker Dr.
Chicago,
IL 60601
Phone: (312) 822-0932
Annual fee: $250 initial fee
Individual members: None
Corporate members: 2,640
Systems/products: Complex IBM systems
Next meeting: Feb. 26-March 3, 1989, Los Angeles
Top officer: Cecilia Cowles, Cornell University
Relation to Vendor: NA
Purpose: To improve the effectiveness of members' information systems by promoting mutual support and by influencing IBM's products and services
Services provided: Four national meetings are held per year; publication of technical reports, computer management and evaluation compendium, and newsletter issues of interest to users

Vendor: IBM Corp.
Group Name: SHARE European Association
Acronym: SEAS
Address: 17, rue Pierres du Niton
1207 Geneva
Switzerland
Phone: (41) 22-35-40-66
Annual fee: NA
Individual members: 450

Corporate members: NA
Systems/products: Large-scale and midrange IBM machines
Next meeting: April 3-7, 1989, Vienna
Top officer: Sverre Jarp, CERN
Relation to Vendor: Independent
Purpose: To provide an opportunity for exchange of information among computer users and computer centers in Europe, the Middle East, and Africa
Services provided: Two meetings a year; newsletter

Vendor: ICL
Group Name: ICL Computer Users Association (an umbrella organization for 40 separate user groups)
Acronym: ICLCUA
Address: P.O. Box 42
Bracknell, Berkshire,
RG12 2LQ
England
Phone: (44) 3-44-482933
Annual fee: NA
Individual members: 4,000
Corporate members: same
Systems/products: All ICL products from Series 39 to DRS Distributed Systems
Next meeting: May 22-24, 1989, Birmingham, England
Top officer: Ken Wingfield, Doncaster MBC
Relation to Vendor: Independent
Purpose: To coordinate activities of member user groups; to achieve the most effective use of ICL products and to assist ICL to meet the present and future needs of users
Services provided: One major association conference per year; meetings four times per year of each member user group; periodic management and technical seminars, conferences, and exhibitions; collective representation to ICL and government standards organizations; quarterly magazine

Vendor: Index Technology Corp.
Group Name: XL/Group Inc. (including 20 local user groups)
Address: One Main St.
Cambridge, MA 02142
Phone: (617) 494-8200
Annual fee: $95
Individual members: NA
Corporate members: 483
Systems/products: Excelerator, Excelerator/RTS, XL/DI, PC Prism
Next meeting: September 26, 1989, Coronado, California
Top officer: Dennis Barham, CIGNA Corp.
Relation to Vendor: Independent
Purpose: To share ideas and technology among members and between members and vendor
Services provided: Quarterly newsletter; discounts on classes and on yearly conference



User groups may not directly decide a vendor's policies, but they are a force to be reckoned with.

Vendor: Intergraph Corp.
Group Name: International Intergraph Graphics Users Group (an umbrella organization for national user groups)
Acronym: IIGUG
Address: One Madison Industrial Pk.
Huntsville, AL 35807
Phone: (205) 772-2292
Annual fee: None
Individual members: None
Corporate members: None
Systems/products: All Intergraph and third-party equipment
Next meeting: May 7-11, 1989, Huntsville, Ala.
Top officer: Ray Bober, Ebasco
Relation to Vendor: Independent
Purpose: To influence direction of Intergraph development efforts
Services provided: One international and one U.S. group meeting per year; periodic newsletters

L

Vendor: Lotus Development Corp.
Group Name: No single major user group. Nationally, there are 30 independent user groups with a membership of 500 or more each. In addition, there are several hundred smaller regional user groups as well as user groups within specific corporations.
Address: User Group Program
55 Cambridge Pkwy.
Cambridge, MA 02142
Phone: (617) 577-8500
Annual fee: NA
Individual members: NA
Corporate members: NA
Systems/products: All Lotus software products
Next meeting: NA
Top officer: NA
Relation to Vendor: Independent
Purpose: To exchange information among users and vendor
Services provided: Publish quarterly newsletter for those user groups registered with Lotus

M

Vendor: MAI Basic Four Inc.
Group Name: Key Accounts Program
Acronym: KAP
Address: 14101 Myford Rd.
Tustin, CA 92680
Phone: (714) 730-2698
Annual fee: None
Individual members: 800
Corporate members: 420
Systems/products: All MAI Basic Four products
Next meeting: May 1989, Palm Springs, Calif.
Top officer: Bernard Jubb, MAI Basic Four Inc.
Relation to Vendor: Fully subsidized
Purpose: To serve the special needs of MAI Basic Four's largest customers through a single point of contact at the company
Services provided: One national meeting per year; quarterly newsletters

Vendor: Management Science America Inc.
Group Name: Interact (an umbrella organization for 10 regional and industry-specific groups in the U.S. as well as additional groups in other countries)
Address: 3445 Peachtree Rd. N.E.
Atlanta, GA 30326
Phone: (404) 239-2506
Annual fee: None

Individual members: All clients are members
Corporate members: NA
Systems/products: All MSA software
Next meeting: May 14-18, 1989, Atlanta
Top officer: Dick Baker, Associated Insurance Companies Inc.
Relation to Vendor: Fully subsidized
Purpose: To exchange information and to promote product improvement
Services provided: Several international meetings, one national meeting, and 10 regional or industry-specific meetings a year in the U.S.; quarterly publications

Vendor: Martin Marietta Data Systems
Group Name: MAS User Group
Address: 515 Shaw Rd.
Sterling, VA 22170
Phone: (703) 689-4400
Annual fee: $50
Individual members: None
Corporate members: 22
Systems/products: All MAS Software
Next meeting: April 11, 1989, Sterling, Va.
Top officer: Larry Cram, Star Technologies Inc.
Relation to Vendor: Independent
Purpose: To exchange ideas among users of MAS software
Services provided: Two national meetings per year; periodic newsletters

Vendor: McCormack & Dodge Corp.
Group Name: McCormack & Dodge User Group USA (an umbrella organization with member groups organized by product, industry, or region)
Address: 1225 Worcester Rd.
Natick, MA 01760
Phone: (508) 650-2311
Annual fee: None
Individual members: All customers
Corporate members: All customers
Systems/products: Financial, human resource, tools, and manufacturing software packages
Next meeting: June 18-21, 1989, Nashville
Top officer: NA
Relation to Vendor: Independent
Purpose: To foster communication with users and vendor
Service[illegible]ovided: Meetings

Vendor: McCormack & Dodge Systems Canada
Group Name: Association of Canadian Users
Acronym: ASCUS
Address: 7100 Woodbine Ave.
Markham, Ont. L3R 5J2
Phone: (416) 477-9680
Annual fee: None
Individual members: All customers
Corporate members: All customers
Systems/products: Financial, human resource, manufacturing, and tools software
Next meeting: June 18-21, 1989, Nashville
Top officer: NA
Relation to Vendor: Independent
Purpose: To foster communication with users and vendor
Services provided: Meetings

Vendor: McCormack & Dodge U.K. Ltd.
Group Name: McCormack & Dodge User Group U.K.
Address: P.O. Box 273
Kings House, Bond St.
Bristol BS99 7AL
England
Phone: (44) 272-276-866
Annual fee: None
Individual members: All U.K. users
Corporate members: All U.K. users
Systems/products: Financial, manufacturing, and tools software
Next meeting: September 1989, place to be announced
Top officer: NA
Relation to Vendor: Independent
Purpose: To foster communication with users and vendor
Services provided: Meetings

Vendor: McDonnell Douglas Network Systems Co.
Group Name: Tymnet Users Group
Acronym: THUGS
Address: 2560 N. First St.
San Jose, CA 95161
Phone: (408) 922-6667
Annual fee: None
Individual members: Public and private network customer base
Corporate members: NA
Systems/products: All of McDonnell Douglas communication product lines
Next meeting: June 1989, place to be announced
Top officers: Robert Nowell, TRW Inc. (representing private network sector); Doug Shelton, Puritan Bennett (representing public network sector)
Relation to Vendor: Independent
Purpose: To maintain a close working relationship with McDonnell Douglas
Services provided: One national meeting annually; quarterly newsletter; one magazine

Vendor: McDonnell Douglas Network Systems Co.
Group Name: Internally Switched Interface System (ISIS) for International Tymnet Users
Acronym: ISIS
Address: 2560 N. First St.
San Jose, CA 95161
Phone: (408) 922-7534
Annual fee: None
Individual members: NA
Corporate members: 40-50 members (only users with equipment installed in Europe can become members)
Systems/products: Private network systems
Next meeting: May 1989, location to be announced
Top officer: Bob Barbour, McDonnell Douglas
Relation to Vendor: Independent
Purpose: To exchange information about Tymnet technology and to influence future Tymnet product development efforts
Services provided: Two meetings per year

Vendor: McDonnell Douglas Computer Systems Co.
Group Name: MICRU International
Address: 1732 Montane Drive E.
Golden, CO 80401
Phone: (303) 526-9862
Annual fee: $50
Individual members: 650
Corporate members: 150
Systems/products: McDonnell Douglas Series 6000, 9200, 18; Series 7000
Next meeting: June 10-13, 1989, Dallas
Top officer: Herb Jackson
Relation to Vendor: Independent
Purpose: To provide an independent forum for information exchange for members of the McDonnell Douglas community
Services provided: One national educational conference per year; periodic newsletters

Vendor: McDonnell Douglas Health Systems Co.

Group Name: IHS (Integrated Hospital System) Users Group
Acronym: IHSUG
Address: 600 McDonnell Blvd.
Hazelwood, MO 63042
Phone: (314) 234-1549
Annual fee: $100
Individual members: None
Corporate members: 36
Systems/products: Integrated financial and clinical systems
Next meeting: Feb. 19-22, 1989, Sacramento, Calif.
Top officer: Dar Watkins, Tarpon Springs General Hospital, Tarpon Springs, Fla.
Relation to Vendor: Independent
Purpose: To provide a forum for information exchange; to influence McDonnell Douglas in its product development and enhancement efforts
Services provided: Two national meetings per year; bimonthly newsletter

Vendor: Metier Management Systems Inc. (subsidiary of Lockheed)
Group Name: Artemis Users Association
Acronym: AUA
Address: 2900 N. Loop W.
Houston, TX 77092
Phone: (713) 956-7511
Annual fee: None
Individual members: 1,200
Corporate members: 300
Systems/products: All Artemis products
Next meeting: November 1989, place to be announced
Top officer: Ian Koenig, System One
Relation to Vendor: Independent
Purpose: To share the benefits of users' experience with Artemis, and to interface collectively to Metier
Services provided: One national meeting per year; quarterly newsletters

Vendor: Microsoft Corp.
Group Name: No single user group, but company is aware of several hundred local, regional, and special interest groups.
Address: 16011 N.E. 36th Way
Box 97017
Redmond, WA 98073
Phone: (206) 882-8080
Annual fee: NA
Individual members: NA
Corporate members: NA
Systems/products: All Microsoft Corp. software packages
Next meeting: NA
Top officer: Mimi Getchell, Microsoft
Relation to Vendor: Independent
Purpose: To exchange information and to learn more about applications of Microsoft Corp. software
Services provided: NA

Vendor: Motorola Computer Systems Inc.
Group Name: Motorola Computer Systems Users Group
Address: 1309 E. Algonquin Rd.
Schaumburg, IL 60196
Phone: (312) 576-8866
Annual fee: None
Individual members: 150-200
Corporate members: 20
Systems/products: All products
Next meeting: May or June 1989, Schaumburg, Ill.
Top officer: Dan Kinder, Purdue University
Relation to Vendor: Partially subsidized
Purpose: To exchange information
Services provided: One annual meeting

N

Vendor: Nantucket Corp.
Group Name: No national user group, but over 50 local and regional users groups throughout the world
Address: 12555 W. Jefferson Blvd.
Los Angeles, CA 90066
Phone: (213) 390-7923
Annual fee: Various groups set their own fees
Individual members: NA
Corporate members: NA
Systems/products: Clipper database development system for MS-DOS and PC-DOS for the IBM PC family and compatibles
Next meeting: NA
Top officer: NA
Relation to Vendor: Independent
Purpose: To exchange information and learn about products
Services provided: Groups publish their own newsletters

Vendor: NCR Corp.
Group Name: Federation of NCR User Groups (with 32 member user groups)
Acronym: FNUG
Address: Mail Station USG-2
Dayton, OH 45479
Phone: (513) 445-3131
Annual fee: $100 for each of FNUG's 32 subsidiary groups. Subsidiary user groups charge their company members annual fees that vary by group.
Individual members: NA
Corporate members: 4,000
Systems/products: All NCR products
Next meeting: April 23-26, 1989, Orlando, Fla.
Top officer: James G. Davies, Cobb EMC
Relation to Vendor: Independent
Purpose: To offer users a unified voice in communicating with NCR; to provide educational forums; and to combine the resources of all 32 member groups
Services provided: One user conference and one technical seminar annually; quarterly newsletter

Vendor: NCR Corp.
Group Name: North American NCR Financial Users Group
Acronym: NANCRFUG
Address: 5008 Pine Creek Dr.
Westerville, OH 43081
Phone: (614) 895-1280
Annual fee: $150
Individual members: None
Corporate members: 275
Systems/products: NCR equipment and NCR financial software
Next meeting: Sept. 24-27, 1989, Lexington, Ky.
Top officer: Charles Ashley, Sovran Bank/Kentucky
Relation to Vendor: Independent
Purpose: To facilitate the exchange ideas and experiences among financial users of NCR computers, and to provide two-way communication between these users and the manufacturer
Services provided: Two annual meetings; quarterly journal

Vendor: The Newtrend Group Inc.
Group Name: MISER Users Group Inc.
Acronym: MUG
Address: 5008 Pine Creek Dr.
Westerville, OH 43081
Phone: (614) 899-6301
Annual fee: $400
Individual members: None
Corporate members: 146
Systems/products: MISER financial software package
Next meeting: May 17-19, 1989, San Diego
Top officer: David Randall, Vancouver Federal
Relation to Vendor: Independent

Purpose: To exchange information and to make maximum use of software
Services provided: One annual meeting; quarterly newsletter

Vendor: Nixdorf Computer AG
Group Name: EDV-Anwenderkreis e.V.
Acronym: EAK
Address: P.O. Box 31
6992 Weikersheim
West Germany
Phone: (49) 7934-8911
Annual fee: DM180
Individual members: 327
Corporate members: 323 (in West Germany, Switzerland, and Denmark)
Systems/products: Nixdorf systems 8810, 8840, 8860, and 8870 Quatro, 8890; standard software Nixdorf COMET TOP; Nixdorf vertical market software
Next meeting: NA
Top officer: Ruediger Brand
Relation to Vendor: NA
Purpose: To provide information and to facilitate purchasing
Services provided: Consulting

Vendor: Norsk Data AS
Group Name: Norsk Computer Users Society
Acronym: NOCUS
Address: P.O. Box 44 Bogerud
0621 Oslo 6
Norway
Phone: (47) 262-8000
Annual fee: NKr1000
Individual members: None
Corporate members: 650
Systems/products: All Norsk Data and Norsk Data-related products
Next meeting: Feb. 7-8, 1989, Bergen, Norway
Top officer: Janett South, Statoil, Stavanger
Relation to Vendor: Partially subsidized
Purpose: To provide information to users for making the best possible use of their equipment
Services provided: Four conferences a year; quarterly newsletter

O

Vendor: On-Line Software International Inc.
Group Name: Federation of RAMIS Users and Managers International Inc.
Acronym: FORUM International Inc.
Address: 800 N. Lindbergh Blvd.
St. Louis, MO 63167
Phone: (314) 694-7769
Annual fee: None
Individual members: 100,000
Corporate members: 1,000
Systems/products: RAMIS Information System and RAMIS/PC Workstation
Next meeting: October 1989, Phoenix
Top officer: Robert C. Forhetz, Monsanto

User groups must contend with the growing boom in mergers and acquisitions of information technology firms.

Relation to Vendor: Independent
Purpose: To exchange information about use of products
Services provided: One meeting per year; annual product enhancement survey **Note:** In addition to the international group, there are 12 independent regional RAMIS user groups in the U.S.

Vendor: On-Line Software International Inc.
Group Name: UFO-COBOL/XE International User group
Address: 2400 Washington Ave.
Newport News, VA 23607
Phone: (804) 247-8681
Annual fee: None
Individual members: 24,000
Corporate members: 2,000
Systems/products: UFO Productivity System and COBOL/XE
Next meeting: October 1989, place to be announced
Top officer: Stephanie Suttle, City of Newport News
Relation to Vendor: Partially subsidized
Purpose: To exchange information and ideas about use of products
Services provided: One annual meeting; annual survey for product enhancements

P

Vendor: Pansophic Systems Inc.
Group Name: No single group. User groups are organized by software products (e.g., TELON, CMF, and Applications Products) that cover Pansophic Manufacturing/38 and Pansophic Manufacturing for the AS/400; the PULSE group for a variety of productivity products; and the Graphics Products group.
Address: 2400 Cabot Dr.
Lisle, IL 60532
Phone: (312) 505-6000
Annual fee: Varies by group
Individual members: Varies by group
Corporate members: NA
Systems/products: Varies by group
Next meeting: NA
Top officer: Varies by group
Relation to Vendor: Independent
Purpose: To exchange information, learn about products, and influence product enhancement
Services provided: Regional and national meetings

Vendor: Primavera Systems Inc.
Group Name: Primavera Users Group
Address: 2 Bala Plaza
Bala Cynwyd,
PA 19004
Phone: (215) 667-8600
Annual fee: None
Individual members: 7,500
Corporate members: 5,000
Systems/products: Primavera software packages that run on IBM XT, AT, and PS/2, and on DEC VAX
Next meeting: Aug. 27-30, 1989, Philadelphia
Top officer: Joel Koppelman
Relation to Vendor: Fully subsidized
Purpose: To exchange information and learn about new management programs
Services provided: One annual meeting; quarterly newsletter

Vendor: Prime Computer Inc.
Group Name: National Prime Users Group
Acronym: NPUG
Address: P.O. Box 697
Laurel, MD 20707
Phone: (301) 490-2056
Annual fee: $25
Individual members: 2,000
Corporate members: None
Systems/products: All Prime systems
Next meeting: June 11-16, 1989, Anaheim, Calif.
Top officer: Patty Appel, Washington Dental Services of Seattle
Relation to Vendor: Independent
Purpose: To provide an organized means of communication among Prime computer users and between the users and Prime Computer; to provide an established forum for sharing ideas with Prime
Services provided: One national meeting per year; bimonthly newsletter

Vendor: Pyramid Technology Corp.
Group Name: Pyramid User Group
Acronym: PUG
Address: c/o Robert Wood Johnson Foundation
P.O. Box 2316
Princeton, NJ 08540
Phone: (609) 452-8701
Annual fee: $100 per organization; $25 per individual
Individual members: NA
Corporate members: NA
Systems/products: All products
Next meeting: March 1, 1989
Top officer: Dennis Grittner, City of Saint Paul Public Works Computer Services
Relation to Vendor: Fully subsidized
Purpose: To influence Pyramid's direction
Services provided: Annual meeting

R

Vendor: Recognition Equipment Inc.
Group Name: Cooperative Users of Recognition Equipment
Acronym: CURE
Address: 2701 E. Grauwyler
Irving, TX 75061
Phone: (214) 579-6000
Annual fee: None
Individual members: None
Corporate members: 5,620
Systems/products: All REI data capture systems
Next meeting: April 19-21, 1989, Dallas
Top officer: Stewart Kirchner, Data Entry Services Corp.
Relation to Vendor: Partially subsidized
Purpose: To learn about new technologies, productivity improvements, innovative applications, and coming enhancements; to exchange information and ideas with other users of REI systems
Services provided: One national meeting per year; quarterly newsletters

Vendor: Ricoh Company Ltd.
Group Name: MT User group
Acronym: MUG
Address: Chuo Building No. 22
2-11-8 Ginza, Chuo-ku
Tokyo 104
Japan
Phone: (03) 546-2705
Annual fee: Individual: 5,000; corporate: 20,000
Individual members: 3,000
Corporate members: 100
Systems/products: Ricoh personal computers
Next meeting: NA
Top officer: Haruo Ushio, Ushio Electronic Co. Ltd.
Relation to Vendor: Independent
Purpose: To exchange information among users and vendors of Ricoh's personal computers
Services provided: Quarterly newsletter

S

Vendor: SAS Institute Inc.
Group Name: SAS User Group Inc. (an umbrella group for approximately 60 regional, local, and corporate user groups)
Acronym: SUGI
Address: SAS Circle, Box 8000
Cary, NC 27512
Phone: (919) 467-8000
Annual fee: None
Individual members: NA
Corporate members: NA
Systems/products: SAS System, System 2000, Data Management System, and C products
Next meeting: April 9-12, 1989, San Francisco
Top officer: Richard LaValley, MCI Telecommunications Corp.
Relation to Vendor: Independent
Purpose: To discuss software applications, learn new techniques from other SAS users, and hear about research and development at SAS Institute
Services provided: One national meeting per year

Vendor: Shared Medical Systems Corp.
Group Name: SMS National User Group
Acronym: SNUG
Address: 51 Valley Stream Pkwy.
Malvern, PA 19355
Phone: (215) 296-6300
Annual fee: $200 for voting members; $35 for associate members
Individual members: None
Corporate members: 250
Systems/products: Independence software
Next meeting: March 29-31, 1989, New Orleans
Top officer: Dennis Dasanko, University of Wisconsin Hospital & Clinics
Relation to Vendor: Independent
Purpose: To provide mutual assistance and liaison between SNUG and SMS; to exchange ideas, information, innovations, and solutions among members; to promote resource sharing
Services provided: Two national meetings per year; periodic newsletters

Vendor: Siemens AG
Group Name: Siemens-Informationstechnik Anwenderverein e.V. (West German Siemens user group)
Acronym: SAVE
Address: Datenzentrale Schleswig-Holstein
P.O. Box 17 80
D-2300 Kiel
West Germany
Phone: NA
Annual fee: DM700
Individual members: 1,300
Corporate members: 420
Systems/products: Siemens products and others; no exclusive products
Next meeting: April 18-21, 1989, place to be announced
Top officer: Hartmut Niesing, Kiel
Relation to Vendor: Independent
Purpose: To exchange experiences among users of Siemens information and communications systems, and to submit proposals to Siemens for future product development
Services provided: Three meetings per year; three publications per year
Note: There are also Siemens groups in Italy, Spain, Sweden, France, Switzerland, the Netherlands, Belgium, South Africa, and China.

Vendor: Software AG
Group Name: International Software AG Users Group
Acronym: SAGGROUP
Address: 11190 Sunrise Valley Dr.
Reston, VA 22091
Phone: (703) 860-5050
Annual fee: None
Individual members: NA
Corporate members: 3,000
Systems/products: All Software AG products
Next meeting: Oct. 22-26, 1989, Anaheim, Calif.
Top officer: Bill Wagner, University of Texas
Relation to Vendor: Partially funded
Purpose: To provide forums for exchange of technical information between users and vendor and among users
Services provided: One or two international meetings annually; quarterly newsletter

Vendor: Software Sciences Ltd.
Group Name: COLT User Group
Address: New City Court
20 Saint Thomas St.
London SE1 9RF
England
Phone: (44) 1-407-2717
Annual fee: None
Individual members: NA
Corporate members: 7
Systems/products: COLT
Next meeting: January 1989
Top officer: Bernard Harvey, Software Sciences Finance Systems
Relation to Vendor: Independent
Purpose: To discuss changes to and development of the COLT Market Making System
Services provided: Meetings

Vendor: Sterling Software Inc.
Group Name: DMS/OS User Group
Address: 11050 White Rock Rd.
Rancho Cordova,
CA 95670
Phone: (916) 636-1304
Annual fee: None
Individual members: NA
Corporate members: 300
Systems/products: Storage management products
Next meeting: April 16-19, 1989, San Antonio
Top officer: Frank Oleskewicz, Hartford Insurance Co.
Relation to Vendor: Independent
Purpose: To exchange information with other users of DMS/OS, and to provide recommendations to the developer for product enhancements
Services provided: One meeting annually

Vendor: Sterling Software Dylakor Div.
Group Name: Dylakor Users group
Address: 9340 Owensmouth Ave.
P.O. Box 2210
Chatsworth, CA 91313
Phone: (818) 718-8877
Annual fee: None
Individual members: 200-300
Corporate members: NA
Systems/products: All Dylakor products
Next meeting: April 16-19, 1989, San Antonio
Top officer: None
Relation to Vendor: Partially subsidized
Purpose: To exchange technical information
Services provided: One meeting per year

Vendor: Storage Technology Corp.
Group Name: StorageTek Forum
Address: 2270 S. 88th St., MS4355
Louisville, CO 80027
Phone: (303) 673-4732
Annual fee: None
Individual members: 188
Corporate members: 126
Systems/products: Large systems storage products
Next meeting: September 25-27, 1989, Denver
Top officer: Dean Boissoneau, Southern New England Telephone Co.
Relation to Vendor: Partially funded
Purpose: To enrich the partnership between StorageTek and its customers
Services provided: One annual meeting

Vendor: Sun Microsystems Inc.
Group Name: Sun Microsystems User Group Inc.
Acronym: SUG
Address: 2550 Garcia Ave.
Mountain View, CA 94043
Phone: (415) 336-4343
Annual fee: $30
Individual members: 5,586
Corporate members: NA
Systems/products: All Sun products
Next meeting: NA
Top officer: Dave Howard
Relation to Vendor: Partially subsidized
Purpose: To encourage the exchange of information between Sun users and Sun Microsystems Inc.
Services provided: One meeting per year; quarterly newsletter

Vendor: Systems Center Inc.
Group Name: Systems Center Users group
Address: 2477 Gateway Dr.
Irving, TX 75063
Phone: (214) 550-0318
Annual fee: None
Individual members: NA
Corporate members: NA
Systems/products: Network DataMover
Next meeting: June 4-7, 1989, Arlington, Va.
Top officer: NA
Relation to Vendor: Fully subsidized
Purpose: To enhance the product
Services provided: One annual meeting

T

Vendor: Tandem Computers Inc.
Group Name: International Tandem Users Group
Acronym: ITUG
Address: 111 E. Wacker Dr.
Chicago, IL 60601
Phone: (312) 644-6610
Annual fee: $300
Individual members: 2,300
Corporate members: NA
Systems/products: All Tandem products
Next meeting: June 11-14, 1989, Stockholm, Sweden
Top officer: Steven Moriarty, Panoramic Inc.
Relation to Vendor: Independent
Purpose: To advance the effective utilization of Tandem computers by promoting the free exchange of information concerning the use of such machines
Services provided: Two international meetings per year; bimonthly journal

Vendor: Tandy Corp.
Group Name: Tangent
Address: P.O. Box 17580
Fort Worth, TX 76102
Phone: (817) 390-3700
Annual fee: $100
Individual members: None
Corporate members: 240

Systems/products: All Tandy computer products
Next meeting: April 1989, Fort Worth
Top officer: John Esak, Nexus Inc.
Relation to Vendor: Independent
Purpose: To provide members with a forum for the exchange of ideas and to act as a liaison with Tandy Corp
Services provided: One national meeting per year; four newsletters
Note: Tangent consists of Tandy equipment business users. Tandy estimates that there are more than 200 other user groups, made up primarily of home computer users, computer enthusiasts, and small businesses that use Tandy computers. These groups are organized on the local level. Tandy sends a newsletter to as many of these groups as it is aware of.

Vendor: Texas Instruments Inc.
Group Name: Texas Instruments Mini/Microcomputer Information Exchange
Acronym: TIMIX
Address: P.O. Box 201897
Austin, TX 78720
Phone: (512) 250-7151
Annual fee: $40
Individual members: None
Corporate members: 6,000
Systems/products: All Texas Instruments computer products
Next meeting: April 1989, Dallas
Top officer: Rosemary Colgrove, Timex
Relation to Vendor: Independent
Purpose: To promote the exchange of information among users of Texas Instruments computer equipment
Services provided: One national meeting per year; monthly newsletters

Vendor: Thorn EMI plc
Group: CHAMPS User Group
Address: Meudon Ave.
Farnborough,
Hampshire, GU14 7NB
England
Phone: (44) 2-52-544-321
Annual fee: None
Individual members: NA
Corporate members: 200
Systems/products: CHAMPS Hotel System
Next meeting: Jan. 19, 1989
Top officer: David De Metz, Norfolk Capital Hotels
Relation to Vendor: Independent
Purpose: To facilitate the exchange of ideas and help move the product forward
Services provided: Meetings

Vendor: Trax Softworks Inc.
Group Name: Trax User Group
Acronym: TUG
Address: 10801 National Blvd.
Los Angeles, CA 90064
Phone: (213) 475-8729
Annual fee: None
Individual members: 2,000
Corporate members: 500
Systems/products: Trax software products and others that interface to Trax products
Next meeting: Feb. 27-March 1, 1989, Marina del Rey, Calif.
Top officer: Leo Hoyt, Caltrans
Relation to Vendor: Fully subsidized
Purpose: To learn about Trax products and their use; to help organize other user groups where they don't exist yet
Services provided: One annual meeting; quarterly newsletter

U

Vendor: Unisys Corp.
Group Name: CUBE Inc.
Address: P.O. Box 33053
Detroit, MI 48232
Phone: (313) 972-8698
Annual fee: None
Individual members: 3,000
Corporate members: 1,500
Systems/products: All Unisys products
Next meeting: April 17-20, 1989, San Francisco
Top officer: Eric Thomas, John C. Lincoln Hospital, Phoenix
Relation to Vendor: Independent
Purpose: To exchange ideas, techniques, and information; to propose modifications, changes, and additions to Unisys equipment and systems
Services provided: Two national meetings per year; newsletter

Vendor: Unisys Corp.
Group Name: Unisys Users Association/ABCU (with nine national groups, plus affiliations with groups in France and South Africa, and six common interest groups)
Acronym: UUA/ABCU
Address: Woodside, Over Lane
Baslow, Bakewell
Derbyshire DE4 1RT
England
Phone: (44) 24-688-3241
Annual fee: Varies by equipment
Individual members: None
Corporate members: 1,100
Systems/products: All Unisys products
Next meeting: April 3-7, 1989, The Hague, the Netherlands
Top officer: Frank Oschwald, RZAH, Switzerland
Relation to Vendor: Independent
Purpose: To exchange information between supplier and users and among users on matters of common interest; to stimulate cooperation between Unisys and users for the general good of users
Services provided: Two meetings per year in Europe; journal eight times per year
Note: In 1989, the ABCU group and the SUAE group (listed below) will be combined into one group to be known simply as Unisys Users Association.

Vendor: Unisys Corp.
Group Name: USE Inc.
Address: Box 461
Bladensburg, MD 20710
Phone: (301) 699-9336
Annual fee: $200
Individual members: None
Corporate members: 640
Systems/products: Unisys 1100/2200, 5000/6000/7000
Next meeting: April 1-4, 1989, Reno
Top officer: James T. Ault III, Creighton University, Omaha
Relation to Vendor: Independent
Purpose: To promote development and interchange of ideas and information concerning computers and computer science
Services provided: Two annual meetings; monthly newsletter

Vendor: Unisys Corp. International
Group Name: Unisys Users Association/SUAE
Acronym: UUA/SUAE
Address: Bakers Court
Bakers Rd.
Uxbridge, UB8 1RJ
England
Phone: (44) 895-37137
Annual fee: £75-£150
Individual members: None
Corporate members: 630
Systems/products: Complete Unisys product range
Next meeting: April 3-7, 1989, The Hague, the Netherlands
Top officer: B. R. Bachmann, Union Bank of Switzerland

Relation to Vendor: Independent
Purpose: To provide a forum whereby users may exchange ideas and information concerning all aspects of Unisys products and services, and present requirements for policy change and product development to Unisys
Services provided: Two conferences per year; periodic newsletters; periodic special reports

Vendor: Unix and Unix-like OS Vendors
Group Name: Usenix Association
Acronym: Usenix
Address: P.O. Box 2299
Berkeley, CA 94710
Phone: (415) 528-8649
Annual fee: Individual members: $40; educational institutions: $125; corporate entities: $275
Individual members: 2,800
Corporate members: Educational institutions, 350; corporations, 275
Systems/products: Unix and similar operating systems and the C programming language.
Next meeting: Jan. 30-Feb. 3, 1989, San Diego
Top officer: Alan G. Nemeth, Prime Computer Inc.
Relation to Vendor: Independent
Purpose: To exchange information and ideas about the various Unix systems and C
Services provided: Two meetings per year; bimonthly newsletter and quarterly journal

Vendor: Unix and Unix-like OS Vendors
Group Name: /usr/group (with 17 affiliated groups, five in the U.S. and 12 overseas. In its recently published UNIX Resources Guide, the group listed 50 independent Unix-specific user groups, and there may well be more)
Address: 4665 Old Ironsides Dr.
Santa Clara, CA 95054
Phone: (408) 986-8840
Annual fee: $100
Individual members: 4,500
Corporate members: None
Systems/products: All Unix systems
Next meeting: Feb. 28-March 2, 1989, San Francisco
Top officer: Donald O'Shea, Open Software Foundation
Relation to Vendor: Independent
Purpose: Forum for exchange of information concerning Unix and Unix-like operating systems
Services provided: One annual meeting; biweekly newsletter and magazine; Unix products directory; technical committees

W

Vendor: Wang Laboratories Inc.
Group Name: International Society of Wang Users
Acronym: ISWU
Address: One Industrial Ave.
Lowell, MA 01851
Phone: (508) 967-4322
Annual fee: $80
Individual members: 7,000
Corporate members: None
Systems/products: All Wang products
Next meeting: To be announced
Top officer: Bill Sturgen, Solar Turbine Inc.
Relation to Vendor: Subsidized
Purpose: To facilitate communication between users and vendor
Services provided: Two meetings per year; monthly technical publication

X

Vendor: Xerox Corp.
Group Name: EDGE International
Address: 6632 S. 191 Pl.
Kent, WA 98032
Phone: (206) 251-6010
Annual fee: $300
Individual members: 275
Corporate members: 225
Systems/products: All Xerox systems
Next meeting: April 30-May 4, 1989, San Diego
Top officer: Karen Alligier, Boeing Military Airplane Div.
Relation to Vendor: Independent
Purpose: To increase the usefulness of Ethernet and its devices
Services provided: Two national meetings per year; periodic newsletters and other publications

Z

Vendor: Zenith Electronics Corp.
Group Name: Heath/Zenith Users Group (an umbrella organization with more than 100 local user groups under it)
Acronym: HUG
Address: P.O. Box 217
Benton Harbor, MI 49022
Phone: (616) 982-3463
Annual fee: $22.95 first year, $19.95 thereafter
Individual members: 17,000
Corporate members: None
Systems/products: Heath and Zenith computers
Next meeting: HUG has no meetings, but local user groups do.
Top officer: Margaret Bacon, Heath
Relation to Vendor: Fully owned
Purpose: To foster the exchange of information
Services provided: Monthly magazine

"Hadn't we ought to be getting on with the case, Holmes, rather than burning insects?"

Quarterly Update: Datamation/Price Waterhouse Opinion Survey

Hardware and software spending is likely to rise, but personnel spending definitely won't.

BY NORMAN STATLAND

The most recent quarterly survey of information technology executives on the DATAMATION/Price Waterhouse Opinion Panel reveals that a consistent majority are planning increases in expenditures for hardware and software over the next year.

Nevertheless, the number of those planning increases in hardware spending has fallen dramatically since the first DATAMATION/Price Waterhouse survey, conducted in late 1987. Then, more than 60% were going to increase hardware spending. The most recent survey showed that 49% would increase the amount of money spent by their company on hardware over the next 12 months; 39% indicated that hardware spending would stay the same, up from the 32% who said they'd hold spending steady in late '87.

Analyzing the funds spent on the purchase of application software, 43% of the companies said that they would increase the spending, while 45% said that they intend to keep it the same. Leaders in plans to increase spending include process manufacturing, government, and other manufacturing.

In contrast to these increases in expenditure for both hardware and software, increases in the number of systems and programming staff were expected for only 33% of the reporting organizations, a slight drop from the 1987 survey. More than half, 56%, expect to keep staff levels the same. Uniquely, 42% of companies with 5,000 to 10,000 employees expect an increase, almost 10% higher than the average for the respondents. The only sector with significant plans to decrease staff was the computer services group.

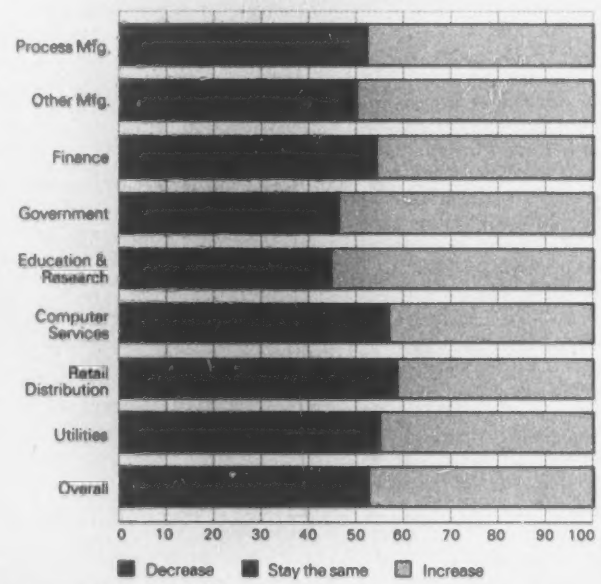
(Overall, increases in the number of systems and programming staff were most noticeable at DEC and Unisys installations, while the largest increases in telecom specialists were at H-P and DEC installations.)

Half of the respondents said they expect to increase salaries by less than 5%; only 39% said they would increase salaries by 5% to 10%. The industry sectors that expect to lead in giving increases were process manufacturing and finance.

Though the issue of decentralization is still hot, fewer than 50% of the respondents said they expect to increase spending on decentralization. But an almost equal number said they will maintain spending at current levels. About two-thirds (67%) of companies with between 5,000 and 10,000 employees said they expect to further implement user-controlled hardware, software, and IS staff to facilitate distributed data processing.

Spending on Decentralization by Industry

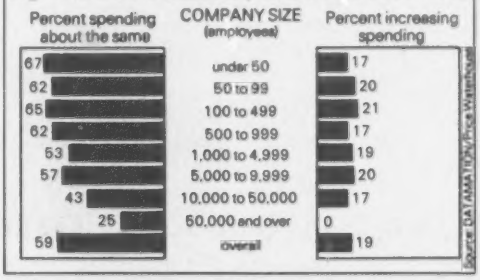
The decentralization heat is being turned up everywhere.



Source: DATAMATION/Price Waterhouse

Outside Services Spending by Company Size

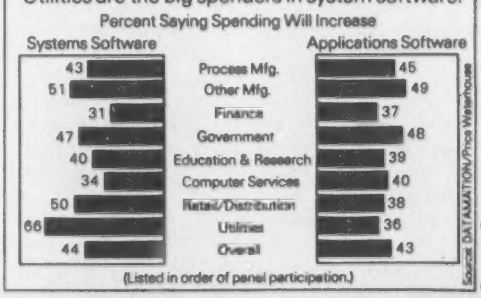
Big firms are the least likely to use outside services.


Percent spending about the same
COMPANY SIZE (employees)
Percent increasing spending
67 under 50 17
62 50 to 99 20
65 100 to 499 21
62 500 to 999 17
53 1,000 to 4,999 19
57 5,000 to 9,999 20
43 10,000 to 50,000 17
25 50,000 and over 0
59 overall 19

Source: DATAMATION/Price Waterhouse

Software Spending by Industry

Utilities are the big spenders in system software.



Source: DATAMATION/Price Waterhouse

Charts by Paragraphics